

## Message Text

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ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 CAB-02 CIAE-00 COME-00 DODE-00

DOT-00 INR-07 NSAE-00 FAA-00 SCA-01 SS-15 NSC-05

PA-01 PRS-01 USIA-06 IO-10 L-03 /071 W

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R 181638Z JUN 75

FM AMEMBASSY LONDON

TO SECSTATE WASHDC 2096

AMEMBASSY BONN

AMEMBASSY PARIS

USMISSION BERLIN

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E.O. 11652: N/A

TAGS: EAIR, PFOR, UK, US, FR, WB

SUBJ: CIVAIR - BERLIN-UK IT CHARTERS

REF: LONDON 9196

1. DEPARTMENT OF TRADE (BROWN) HAS GIVEN US FOLLOWING  
ADDITIONAL INFORMATION CONCERNING BERLIN-UK IT CHARTER  
PROBLEM: IN PAST SEASONS, LAKER AIRWAYS HAS CARRIED MOST  
OF THE BERLIN-UK IT TRAFFIC BUT PROGRAM RATHER MODEST IN  
SIZE. SINCE MARCH THIS YEAR PANAM HAS (A) APPLIED FOR  
AND (B) OPERATED FOLLOWING NUMBER OF FLIGHTS: MARCH 13  
AND 5; APRIL 8 AND 7; MAY 21 AND 19; JUNE 14 AND 12 (EST)  
DURING REMAINDER OF SEASON (THROUGH OCTOBER) PANAM HAS  
APPLIED TO OPERATE 2/3 FLIGHTS PER WEEK. BRITISH BELIEVE  
EXPANSION OF PANAM PROGRAM DUE TO RATIONALIZATION OF IGS  
WHICH FREED 727 EQUIPMENT FOR CHARTER SERVICES. PANAM IS  
OFFERING BERLIN-LONDON ITCS AT APPROXIMATELY THREE-FOURTH  
OF SCHEDULED SERVICE SGIT FARE AND IS ADVERTISING THAT  
GROUND ARRANGEMENTS CAN BE AS LITTLE AS ONE NIGHT IN  
HOSTEL (14 DMS) DURING FOUR-DAY STAY. BRITISH HAVE ASKED  
PANAM TO PROVIDE FULL INFORMATION ON GROUND PACKAGE  
ARRANGEMENTS PRESUMABLY TO DETERMINE WHETHER GROUPS

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CARRIED ARE REALLY CHARTERWORTHY OR WHETHER PANAM, IN

EFFECT, OFFERING A CUT-RATE SCHEDULED SERVICE WITH THROW-AWAY GROUND PACKAGE.

2. BROWN SAID IF GROUPS ADJUDGED NOT CHARTERWORTHY, BRITISH WOULD PROBABLY DISCUSS WITH USG OR BONN GROUP WHAT NEXT STEP SHOULD BE. IF GROUPS HELD TO BE CHARTERWORTHY, BRITISH WOULD PROBABLY RAISE MATTER IN BONN GROUP WHERE DISCUSSION WOULD CENTER ON WHAT CONSTITUTE AN APPROPRIATE LEVEL FOR CHARTER SERVICES CONSISTENT WITH PROTECTING BERLIN SCHEDULED SERVICES. IN EITHER EVENT, HE SAID UK WOULD NOT TAKE FURTHER ACTION WITHOUT FIRST INFORMING US. BROWN ACKNOWLEDGED THAT INITIAL DOT NOTICE TO PAN AM ON ITC PROBLEM HAD BEEN ISSUED WITHOUT FULL APPRECIATION OF POLITICAL SENSITIVITY OF QUESTION OF BERLIN SERVICES.

3. BROWN NOTED THAT, IF PANAM CHOSE TO DO SO, IT COULD STEP-UP ITS BERLIN-LONDON SCHEDULED SERVICE WHICH COULD THEN CARRY SIGNIFICANTLY LARGER NUMBER OF SGIT GROUPS, BY EXTENDING SOME OF ITS CURRENT US-LONDON TURNAROUND SERVICES ON TO BERLIN WITH, IF NECESSARY, CHANGE OF GAUGE IN LONDON.

RICHARDSON

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## Message Attributes

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**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
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